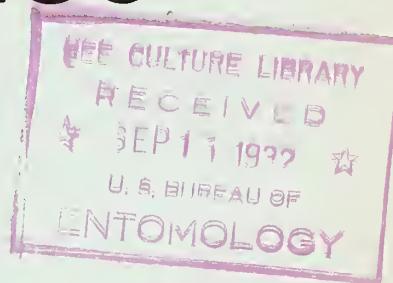


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# Extension Service Review



VOL. 3, No. 8

SEPTEMBER, 1932



THIS ARKANSAS FARM FAMILY WAS READY FOR WINTER

ISSUED BIMONTHLY BY THE EXTENSION SERVICE  
UNITED STATES DEPARTMENT OF AGRICULTURE  
WASHINGTON, D. C.



## In This Issue

DISCUSSING the contribution of 4-H clubs to the dairy industry of his State, President C. W. Pugsley of South Dakota State College, gives us a formula for setting up a new extension program in a county. Here it is. The first step is to consult with and call a meeting of all organizations that are interested or likely to be interested in the proposed project. The field is studied both from the standpoint of its value to the individual, to the community, and to the welfare of the county. If it seems desirable from all angles to undertake such a project, the cooperation of all organizations concerned is actively solicited. In this way it becomes everyone's program and everyone wants to see it made a success.



THE ADVANTAGES of using a forced-draft burner to clear land were demonstrated by Charles B. Massie, jr., of Puyallup, Wash., in a land-clearing contest in which he removed 63 stumps from an acre of land at a total cost of \$60.63. Farmers chose their own method of clearing land in this contest conducted by County Agent A. M. Richardson and R. N. Miller, extension economist.

EFFICIENT land utilization is a matter of keen interest to-day. New York's program in this field and the contribution of the New York's Extension Service is making to it are of universal extension interest. It's a problem in which the cooperative extension service throughout the country has a vital concern. Dean Ladd gives us a clear picture of what New York hopes to do and has accomplished in dealing with the problem.

THE FARM BOARD during the first three years of its existence made loans aggregating \$357,103,399.49 to farmers' cooperative associations, of which \$186,700,460.62 had been paid back on July 1. "No major failure of a cooperative association," comments Chairman Stone, "has occurred in this period."

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## On the Calendar

EDUCATIONAL EXHIBITS of the United States Department of Agriculture have been arranged for State and interstate fairs during August and September by the Office of Exhibits.

Wisconsin State Fair, Milwaukee, Wis., August 28-September 2.

Nebraska State Fair, Lincoln, Nebr., September 2-9.

California State Fair, Sacramento, Calif., September 3-10.

Michigan State Fair, Detroit, Mich., September 4-10.

Midland Empire Fair, Billings, Mont., September 5-9.

Rutland Fair, Rutland, Vt., September 5-10.

Trenton Interstate Fair, Trenton, N. J., September 5-10.

Rochester Fair, Rochester, N. Y., September 5-10.

Appalachian Tri-State Fair, Johnson City, Tenn., September 12-17.

Kansas Free State Fair, Topeka, Kans., September 12-17.

Kansas State Fair, Hutchinson, Kans., September 17-23.

Eastern States Exposition, Springfield, Mass., September 18-24.

Western Washington Fair, Puyallup, Wash., September 19-25.

Mid-South Fair, Memphis, Tenn., September 25-October 1.

### EXTENSION EVENTS

Camp Vail, Eastern States Exposition, Springfield, Mass., September 18-24.

Annual Conference, Lafayette, Ind., October 4-7.

Annual Conference, Manhattan, Kans., October 17-19.

Annual Conference, Brookings, S. Dak., October 18-21.

Camp Plummer at Pacific International Livestock Exposition, Portland, Oreg., October 22-29.

Annual Conference, St. Paul, Minn., October 24-28.

Annual Conference, Lexington, Ky., October 25-28.

American Country Life Association Meeting, Morgantown, W. Va., October 26-29.

Arkansas Agents' Conference, Fayetteville, Ark., first week in October.

THE EXTENSION SERVICE REVIEW is issued bimonthly by the EXTENSION SERVICE of the United States Department of Agriculture, Washington, D. C. The matter contained in the REVIEW is published by direction of the Secretary of Agriculture as administrative information required for the proper transaction of the public business. The REVIEW seeks to supply to workers and cooperators of the Department of Agriculture engaged in extension activities, information of especial help to them in the performance of their duties, and it is issued to them free by law. Others may obtain copies of the REVIEW from the Superintendent of Documents, Government Printing Office, Washington, D. C., by subscription at the rate of 25 cents a year, domestic, and 45 cents, foreign. Postage stamps will not be accepted in payment.

C. W. WARBURTON *Director*

C. B. SMITH, *Assistant Director*

REUBEN BRIGHAM, *Editor*

# Extension Service Review

VOL. 3

WASHINGTON, D. C., SEPTEMBER, 1932

NO. 8

## Courage Should Be the Keynote

C. W. WARBURTON, Director of Extension Work, United States Department of Agriculture

AS A PART of the Government economy program, the department's printing funds have been reduced and during the present fiscal year the Extension Service Review will be published once every two months instead of monthly. This change is a part of the serious effort that the department is making to reduce expenditures and at the same time maintain efficient service.

This policy is in accord with that of the cooperative extension service throughout the United States. To the maintenance of this policy and to the intrinsic worth of extension effort may be attributed the fact that county extension agents for the most part continued to be employed even in those counties where the financing of the county government has been a difficult matter.

There were 5,959 extension workers employed on June 30, 1932, as compared with 6,161 on June 30, 1931, a loss of 202 workers, or less than 3½ per cent. The following figures tell the story in more detail:

	1931	1932
County agricultural agents and assistants	2,783	2,708
Home demonstration agents and assistants	1,400	1,338
County club agents and assistants	251	221
City home demonstration agents—Specialists	10	10
Directors, assistant directors, State leaders, and assistant State leaders	1,222	1,178
Total extension workers	495	504
	6,161	5,959

It is also encouraging to note that 34 counties without agents in 1931 appropriated funds in the first six months of 1932 for the employment of agents. Of these 34 counties, 15 are employing such county extension agents for the first time. The other 19 are resuming extension work after intervals of from one to nine years in which they have not had an agent or agents. Of the newly appointed workers, 12 are home demonstration agents and

25 are agricultural agents. Three of those counties employed both agricultural and home demonstration agents.

The soundness of extension work is evidenced by the appreciation which it has received from the people of our agri-

Recent months have seen accelerated changes in the consumption of our agricultural products both at home and abroad. That the farmers know of these tendencies is unquestionably important both to them and to the industries handling their products. If farmers are to adapt their farming plans to meet changed demands, they must in many cases become familiar with new rotations, new methods, and new enterprises. One of the greatest services that extension agents have rendered farmers and the business world dependent on farming, to my mind, is that of assisting farmers to ease out of the widespread types of farming along specialized cash-crop lines into that system known generally as the "live-at-home" plan, when the demand for these cash crops decreased. To do this, a vast number of farmers have had practically to learn farming over again, at least to learn a new way of running their business. That this has been accomplished satisfactorily by so many speaks well for the practicality of the county-agent system and for the county agent's ability to teach. When I say "county agent," I mean both farm and home agents. The home demonstration agents and the farm women have given themselves so earnestly to the accomplishment of their part in the "live-at-home" effort that there is widespread comment on the abundance of food and good living in areas where the former system of growing only cash crops and buying the food and feed supply had more and more frequently meant lean years for man and beast.

Farming is a producing business, and the farmer is interested in producing for sale those commodities which will return

(Continued on page 118)

# Farm Board Emergency Credit

JAMES C. STONE  
Chairman, Federal Farm Board

DURING the past three years banks and other lending institutions have been sharply reducing credit. Since July, 1929, banks have contracted their total loans and investments by more than \$12,000,000,000. In many areas at present little or no bank credit is obtainable for any purpose.

On the contrary, within this interval the Farm Board has made loans aggregating \$1,019,214,638.36 to farmers' cooperative associations and to stabilization corporations. Moreover, the board is responsible for an even larger expansion of credit than this figure would indicate. Banks and other private investors have furnished approximately two dollars of credit to cooperatives as primary loans for every dollar of credit that the board has supplied as secondary loans. Obviously, Farm Board loans have played an important rôle in governmental efforts to prevent total collapse of the credit and price structure.

## Crisis Faced

The board had scarcely been inaugurated when the greatest economic crisis of this generation commenced. Disaster threatened agricultural prices which, with other raw materials, are always extremely sensitive to changes in demand. Relatively large world stocks of wheat and cotton aggravated the decline in prices of these commodities, resulting from the disappearance of domestic and foreign markets. These conditions boded ill for farmers' cooperative associations which in most instances had not been able to build up the necessary reserves to weather the severe economic storm.

## Cooperatives Strengthened

The availability of credit from the Farm Board revolving fund for the support of commodity prices and for loans to farmers' marketing organizations has served to prevent the widespread breakdown of farmer-owned cooperatives during a period of acute economic pressure. During an interval in which bankruptcies of business concerns of all kinds have become increasingly widespread, the system of farmer-owned marketing agencies has been strengthened and extended. No major failure of a cooperative association has occurred since the passage of the Agricultural Marketing Act. In the same period over 4,500 banks and more than 77,000 commercial institutions are reported to have closed their doors.

The methods used by the Farm Board in maintaining the financial stability of cooperative organizations during the past three years are essentially the same as those provided more recently under the Reconstruction Finance Corporation act for emergency support for railroads, banks, and other business units. Experience during recent months has demonstrated conclusively that courageous extension of credit to strengthen over-deflated prices and to prevent the failure of sound institutions continues to be the only reasonable means of meeting the present emergency. The Farm Board has acted consistently along these lines since 1929.

## Funds Made Available

Early in the course of the depression Congress, cooperatives, and groups of all kinds called upon the board to use the powers given to it under the act to protect farmers from the effects of disorganized markets for their products. The board acted accordingly, first by assisting cooperatives to make loans to their producer-members to help them to avoid dumping commodities on already weakened markets; and later by reorganizing the cotton and wheat stabilization corporations and lending them funds to purchase and hold stocks off the markets. The funds available were not great enough to extend such activities to all commodities or to stop completely the decline in wheat and cotton prices. The operations did succeed, however, in moderating the decline in prices and in shielding farmers from the full effect of price demoralization until they had had time to begin to adjust their operations to the new conditions.

## Loans Extended

As prices continued to decline and as markets disappeared, prices dropped so sharply that in many instances loans to cooperative associations, which appeared conservative when made, eventually exceeded the sales value of the commodity. The board then faced the alternative of calling the loans, dumping the commodities on an already overloaded market, and wiping out operating assets of the cooperatives and any hope for further payment for the growers' equities, or of continuing the loans in the hope that subsequent recoveries in prices would be sufficient to repay the loan and pay

something to farmers in addition to the initial advances. In view of the harm which would have come to all farmers from large forced sales and glutted markets, the board elected to follow the latter course, which it felt would best serve the interest of agriculture.

## Producers Control

A concrete example of the use of the revolving fund to furnish emergency credit where ordinary credit facilities had practically disappeared, is to be found in the livestock industry. Farm Board credit has made possible the establishment of six regional livestock credit corporations, operating through a subsidiary finance corporation of the National Livestock Marketing Association. These finance agencies have a total authorized capital of \$5,250,000 with an aggregate paid-in capital of \$2,693,375, of which \$393,375 has been supplied by farmers and ranchmen. With this capital these agencies have a line of credit with the intermediate credit banks amounting to approximately \$25,000,000. Loans totaling more than \$15,000,000 have already been made by these organizations to thousands of stockmen located in 28 States. The control of production financing which can be exerted through such organizations will give producers a much-needed degree of united control over output.

## Financial Summary

The costs and benefits of the emergency-relief measures undertaken by governmental and private agencies during the past three years can not be adequately appraised until the depression is over and the full record of the efforts to relieve it can be viewed in retrospect. This applies to the emergency phases of the financial operations of the Farm Board as well as to other parts of the Government financial-relief program.

On July 2 outstanding loans from the revolving fund amounted to \$487,362,908.32, of which \$170,402,938.87 was to cooperatives and the remainder to the grain and cotton stabilization corporations. Since the board was organized cooperatives have borrowed \$357,103,399.49 and have paid back \$186,700,460.62. The revolving fund of \$500,000,000 created in the Agricultural Marketing Act has been increased to the extent of about \$9,000,000 as a result of interest collections.

# 4-H Club Work Contributes to The Dairy Industry in South Dakota

CHARLES W. PUGSLEY

President, South Dakota State College

THE EXCELLENT SHOWING made by heifers, cows, and herds owned by 4-H dairy club members in South Dakota has served as an eye opener to others in their respective communities. This movement has served not only to place high-producing stock into the hands of potential dairymen, but has also served as a demonstration to the community of what can be done.

From a beginning of only eight members in Lawrence County in 1921, the 4-H dairy club work has increased until in 1931 there were 755 members enrolled in the State. These owned stock conservatively valued at about \$100 per member. This development is in line with the increased amount of dairying in the State and probably accounts for the increase to no small extent.

The 4-H dairy club program has been adopted by a number of counties. Extension workers realized at the outset that the work could have its greatest effect by means of an intensive promotion plan in a number of counties rather than to have a few scattered clubs in every county. It is interesting to note that the counties which took up the work in recent years have studied the methods of those preceding them, have avoided what errors there may have been, and have improved on the plan in the light of experience.

As an example, take Beadle County where dairy club work was begun in 1928, having eight members sponsored by the Kiwanis Club of Huron. These members procured some good calves, made a good showing, and unconsciously pointed out the possibilities of what might be done with such a plan on a much larger scale. As a result of their work various agencies became interested. In the spring of 1929 R. A. Cave, the county agent, brought together representatives of the county farm bureau, the Huron Chamber of Commerce, The Evening Huronite, the secretary of the South Dakota Bankers' Association and others.

## Committee Studies Methods

The first recommendation of this group was that representatives be sent to other counties where a comprehensive plan had been used. Accordingly a committee was dispatched to Marshall and Clark Counties where it spent several days in the investigation, studying the methods em-

ployed and the results obtained. Members of the committee stated at the time that they did not satisfy themselves with the report of the county agents or bankers' associations in these counties but they went directly to the farm homes of a number of the club members. Their report was very favorable and with some

more calves obtained for them. Many of those who started with grades as early as 1928 have now purchased one or more purebred animals and are gradually replacing the grades. A number of these heifers have produced more than 300 pounds of butterfat at the age of two or three years. A purebred Holstein owned



Club members and their winning calves at the State fair at Huron, S. Dak.

minor changes they drew up a similar plan.

The next step was the reorganization of the Beadle County Bankers' Association which had been inactive for some time. They took up the project with great enthusiasm, each banker agreeing to finance whatever projects were organized in his community. A committee including a farmer, banker, and the county agent purchased two carloads of grade dairy heifers, 82 head in all, that same spring. The calves were placed in the hands of their 4-H owners within 60 days after the committee got under way. There were 106 boys and girls enrolled that year as compared with 8 the previous year. A number of calves were purchased locally in addition to the two carloads which were shipped in from other dairy sections. Great care was taken in the selection of these calves to see that they came from tested dams of more than 300 pounds production per year. Finances were placed on the basis of a conditional sales contract under which the member had three years if necessary in which to pay for his calf.

During each succeeding year new members have been added to the roll and

by Alan Oviatt finished a year's test March 5, 1932, with 598 pounds of fat.

In the same county one club, of which Fred McKichan, banker, is the local leader purchased a purebred Holstein bull and the members cooperated in building a safety bull pen. The plan has worked out successfully and has been copied by clubs in this and other counties of the State.

Using another illustration which goes back just a little further, we might refer to Marshall County. Under a plan worked out by L. D. Nichols, who was county agent there in 1923, the Marshall County Bankers' Association and the Marshall County Fair launched the first extensive 4-H dairy campaign. This was distinctly a grain-producing county but had great possibilities for dairying. More than 300 boys and girls have received training through the 4-H dairy club work and, according to most recent figures available, more than 700 head of high-grade and registered dairy cattle on Marshall County farms trace their origin to this movement. A cow-testing association was organized and has completed five years of operation. A bull association, a county Guernsey breeders'

association, and a county Holstein breeders' association have been organized. Two cooperative cream stations were started, one of which is in the process of becoming a cooperative creamery. These things have been accomplished since the 4-H dairy program was adopted eight years ago. Several dairymen in the county have stated that this development was accelerated by and was the partial result of dairy club work.

#### Increased Production

Calves from dams of high-producing records were selected. Time has shown this policy to be well justified. Records of the cow-testing association the first year show an average production of 255 pounds of butterfat, while 21 cows owned by club members averaged 280 pounds, even though they had not yet reached maturity. The following year 20 club heifers in the association averaged 318 pounds of fat, excelling the average association cow by 35 pounds in production and \$14 in net income.

Dairy-club work in South Dakota has been characterized by a conscious effort to intensify the work in certain counties where there has been a good local response. The first step is to consult with and call a meeting of all organizations interested or likely to be interested. The field is surveyed both from the standpoint of its value to the individual, to the community, and to the welfare of the county. If it seems desirable from all angles to undertake such a program the cooperation of all organizations is actively solicited. In this way it becomes everyone's program and everyone wants to see it made a success.

Picture, if you will, a calf show sponsored by a commerce and community club. When the county fair suspended operations in Grant County the commerce and community club undertook to put on a 4-H dairy club show in which the club had been interested from the beginning. For two years now the business men of Milbank have constructed pens on their main street in which to keep the calves and pigs belonging to the 4-H club members who wish to exhibit. Incidentally, the inspiration back of this plan is none other than W. S. Given, a banker, who was also instrumental in starting the first extensive dairy campaign in Marshall County, several years before. This local interest and local effort is, to a large degree, responsible for the whole-hearted response of a great many communities and the corresponding results. The same thing might be said of Clark, Springfield, Dell Rapids, Lennox, and a number of other places.

## Farmers Build Community House



Home demonstration club women serve a home-grown dinner to the builders



Woodlawn, the cooperatively built house at New Vernon, Ark.

"WOODLAWN", is the name of the New Vernon community house in Columbia County, Ark., built by 50 men and 32 women of the community. The building was sponsored by the home-demonstration club, which had no central meeting place in the community. The site, a 1-acre pine grove sloping down to the road, was donated. A committee of men and women of the community met with the home demonstration agent and county agricultural agent to draw up definite plans for the building, which includes an assembly room 20 by 50 feet, community kitchen, storeroom, and two porches. Native logs were used for the building and split shingles for the roof. All this material was donated

by various families of the community. The only new material purchased was flooring for the assembly room, windows and window facings, nails, and ceiling for the assembly room. Three men cooperated in setting up a simple sawmill where the logs for the building were sawed. A special all-day meeting was held at the building when 30 men worked all day roofing the house, the women serving them a home-grown picnic lunch at noon.

The building as it now stands is paid for and has a total expenditure of only \$82.92. Of this amount \$25 was a prize won by the home demonstration club in a pantry-stores contest.

Adequate local leadership is needed in any program of this sort. For the most part, leaders have been selected by the sponsoring organization and drawn from the ranks of farmers successful in their communities. They have been helped greatly in their work by means of feeding schools and leaders' conferences conducted by G. Heebink, the extension dairyman, and H. M. Jones, the State club leader. Series of dairy leaders' conferences are arranged each year to present material which leaders or older members may give at meetings. Each leader is within reasonable driving distance of one of the conferences. Such demonstrations as proper feeding, the making of equipment, halters and stanchions, grooming, horn polishing, hoof trimming, blanketing, showing, and the

like are included. That leaders appreciate this help is shown by the fact that some of them traveled more than 50 miles to attend such an all-day conference.

Over the past decade 4-H dairy club work had developed in South Dakota more rapidly than any other project. This is due to the fact that it has been well planned, has a definite objective, is of a more permanent nature than any other project and meets the need in a State where dairying should be on the increase. This program not only introduces better dairy stock into the various communities, but it trains hundreds of future dairy and mixed farmers in the best-known practices of the business. As long as it continues on these sound lines it will succeed and expand.

# New York's Land Utilization Program

C. E. LADD

Dean, New York State Colleges of Agriculture and Home Economics

NEW YORK STATE has faced its problems in land utilization and during the past three years has developed a definite land policy. It has also organized a program of work to carry out this policy.

It is the land policy of the State of New York to differentiate clearly between its various classes of farm lands; the land which is clearly suited for permanent agricultural use shall be developed as highly and as intensively as possible with hard-surfaced roads, electrical power, good high schools and health facilities available for every farm as fast as these are economically possible; the land which is unfitted for permanent agricultural use shall be transferred from private to public ownership and used for growing trees, furnishing recreational opportunity, water-supply protection, beautification of the State, and timber production. Or stated more concisely, the land policy of New York consists of three things: First, classification of land; second, developing the best land as highly as possible; and third, transferring the poorest land to public ownership and reforesting it.

## State Land Policy

The development of a State land policy has been to a considerable extent the result of the growth of public opinion concerning the idle land problem. Nearly a quarter of a century ago President Roosevelt's Country Life Commission, with Dean Liberty Hyde Bailey as chairman, called attention to the abandoned farm problem in southern New York, and President Roosevelt himself made a trip to some of these farms. About eight years ago the Chenango County Farm Bureau board of directors passed a resolution calling upon the College of Agriculture to make a study of one of the townships in that county to determine what should be done to meet the abandoned farm problem.

As a result studies were started which extended to many other townships. These studies were carried on by graduate students under the direction of Dr. G. F. Warren. The work was inexpensive and yielded a vast amount of information.

As soon as this information was available, the more important data were placed on charts and presented for discussion at agricultural meetings. These were discussed by practically every farm

bureau in the State, were published in agricultural papers, and in various other ways were brought to the attention of the people.

## Survey of Resources

In 1929, Governor Roosevelt's Agricultural Advisory Commission made a special study of the needs of the State as to a survey of its agricultural resources. From the beginning this whole movement was nonpartisan in character—a Democratic governor and a Republican legislature joined whole-heartedly in 1930 in making an appropriation for a survey of the agricultural resources of the State of New York.

An important part of the survey of agricultural resources is the land classification work. In this an effort is made to classify large areas of land as to the agricultural possibilities, to classify the roads which shall serve this land, and to determine where electrical lines should be located so as to best serve the land. All available data are used. These include soil maps and climatic data and a large number of farm-management survey records. In addition to these, a cover map is made and certain other data as to values of land, income from land, and crop yields are gathered.

## Land Classified

On the basis of these the land is classified into five groups: Group 1 contains the land which should be reforested as early as possible. Group 5 contains the best land in the State which should remain permanently in agriculture. Group 4 contains land which is nearly as good as group 5, will remain permanently in agriculture, but is not quite the highest class of land in the State. Groups 2 and 3 are intermediate groups.

The conclusions that come from such a study may be illustrated by the following: In one poor county in central New York, after classifying the land, it was found that 14 per cent of the land should be reforested immediately, and 22 per cent ought to be reforested some time. This gives 36 per cent of the land to be reforested during the next generation. If this land is reforested it was found that 224 miles of road, or 20 per cent of all the road mileage in the county, could be closed, with a resulting saving to the county. This is not as good as it seems, as some of the roads

will be kept open for forestry and recreational purposes. It was also found that 29 school districts, or 22 per cent of the school districts in the county, could give up their schools. This means in our State an average saving of about \$1,400 per district. A development of this sort will undoubtedly lead to a combination of some townships. It might possibly lead to a combining of counties, although this is much less certain.

If land groups 1 and 2 are to be reforested it is also recognized that it will be necessary to do this with public funds. In spite of anything that can be done to relieve taxation or to aid in other ways, private individuals, corporations, and private businesses in general do not reforest much land.

## Reforestation

About four years ago a legislative commission was appointed to investigate the whole problem of reforestation. As a result of their studies, two pieces of legislation have been enacted. The first provides State aid to counties for reforestation work. It is essentially this: If any county will purchase land and reforest it, the State will pay half of the cost of the land and the reforestation work up to a maximum of \$5,000 to any one county in any one year. The forest, of course, remains the property of the county.

The second piece of legislation was a constitutional amendment which provided for a 15-year program appropriating a total of \$20,000,000 to purchase and reforest something over 1,000,000 acres of land. This constitutional amendment was approved by the people on November 3, 1931, and the State is definitely embarked upon the program.

You might well ask, "What do the people expect to get out of this big program? Why were they willing to vote for an expenditure of \$20,000,000?" Remember that the studies preceding this work have been carried on during the past seven or eight years. The results of those studies have been presented to the people through countless extension meetings. The people have come to know the situation throughout the whole State. In the State government the whole movement has been a nonpartisan one. Both political parties have favored it. Apparently the people expect to obtain the following things: Recreational facilities for

(Continued on page 118)

## A Wyoming Lamb Demonstration

A TWO-DAY farm congress lamb demonstration in Wyoming has aroused more interest and produced more comments of satisfaction from the farmers of Converse County than any of the other farm congresses which have been annual events in the county since 1923. County Agent A. E. Hyde got the idea for this program at the extension conference in Laramie when K. F. Warner of the United States Department of Agriculture conducted a meat-cutting demonstration. Together with Dick Jay, county agent of Johnson County, and Gayle Newbauer, home demonstration agent of Converse County, they planned it out. Mr. Hyde was responsible for organization and arrangements. He acquainted the people of the county with the details of the plan very thoroughly by newspaper articles, circular letters, and talks at meetings. An especial appeal was sent to sheepmen explaining that the type of program should prove of importance to promote their lamb sales. Fourteen of these sheepmen brought their own fat lambs on the opening day.

### Fat Lamb Judging Contest

Sixty-four men and boys reported for the fat lamb judging contest which started promptly at 10 o'clock. Guessing of lamb weights came first, after which three pens of fat lambs were judged on a competitive basis. A thorough explanation of the points to look for in fat lamb judging was given by Mr. Jay before the contest and an explanation of the placings immediately after.

The next phase of demonstrational work was conducted with the practical leadership of local butchers, with Mr. Jay explaining the methods employed. Proper methods in killing and dressing were given. Each step in the killing was demonstrated at the head table. The contestants followed step by step. All phases of this part of the demonstration progressed well except a few bad

jobs in skinning. Then carcasses were hung up to cool over night and this day's work brought to a close with interest still at its height.

On the second day, the competitive judging of fat carcasses was begun. Mr. Jay first explained what constitutes right weight finish, quality of meat, and a good job of dressing, then conducted the competitive carcass judging work.

An interested crowd of both farm men and women had been gathering steadily until 150 people were found present during the cutting work, which took place during the afternoon of the second day. Each phase in the demonstration on cutting was given at a center table by Mr. Jay, then the process followed up by each individual cooperator at each table. The crowd sat at one end witnessing the entire procedure and showed most interest in the making of such cuts as the crown roast or the mock duck.

### 250 People Dine on Lamb

During the noon hour on the second day the various lamb cuts were served to a large and appreciative crowd. Methods in meat cookery were explained by Lavinia Stevens, a 4-H foods club girl, and by the home demonstration agent. Serving of "lamberger" was given for the first time. Great variation in servings created much interest and added greatly to the importance and results of the occasion. Two hundred and fifty people, all eager to taste the servings, dined on the lamb and other good things.

The prize awards were announced before 500 people attending the ninth annual farm congress "stunt night" program in the evening of the second day. Awards included first, second, and third prizes in the lamb weight guessing contest, the fat-lamb judging contest, the carcass judging contest, and also the winning lamb dressing team and the best dressed lamb carcass.

## New York's Land Utilization Program

(Continued from page 117)

hunting, fishing, and camping; a future timber supply; beautification of the State; and protection against floods and erosion.

Most important of all is the fact that public ownership and reforestation will change a process of destruction of national resources to a process of conserva-

tion. Under private ownership this land was becoming poorer and poorer. It was constantly being "skinned" by lumbermen and by others. It was the bait which unscrupulous real estate agents used to cheat many western and southern farmers who wished to try to farm in New York State. This land has broken the hearts and pocketbooks of thousands of families who have attempted to farm it. Public ownership will correct these conditions.

## National 4-H Club Radio Program

### Saturday, September 3

Canning 4-H products. Dorothy Murphy, 4-H club member, Sussex County, Del.

What the home garden gives us.

Alfred Hallenbeck, 4-H club member, Greene County, N. Y.

4-H leadership a goal. Alex D. Cobb, assistant extension director from Delaware.

Why club work is effective. Gertrude L. Warren, Extension Service, United States Department of Agriculture.

National 4-H music achievement test.

### Early American Music

United States Marine Band

### Saturday, October 1

This baby beef went to market. 4-H club boy from Nebraska.

Helping mother to manage the home. Juanita Parsons, 4-H club member, Pike County, Ky.

What 4-H club work has meant to our State. J. W. Whitehouse, State club leader from Kentucky.

What 4-H club work strives for. J. A. Evans, Extension Service, United States Department of Agriculture.

National 4-H music achievement test.

### American Operas

United States Marine Band

## Courage Should be the Keynote

(Continued from page 113)

him a profit. Therefore he will always be on the lookout for any knowledge or skill that will help him to increase the percentage of his yield that tops the market, to cut down the percentage that rates as cull, and to reduce operating costs per unit. This is intelligent production. In advocating this kind of production I believe the cooperative extension service has acted on sound business principles.

The passing months have shown that we are needed. The people we serve have found the continuance of our services essential. Surely no matter what may be the problems and difficulties that confront us individually and as an organization, we shall go forward with courage.

# Hooked Rugs Bring Cash To Mountain Communities

MARGARET A. AMBROSE

Assistant Director in Charge of Home Demonstration Work, Tennessee Extension Service



THE HOOKED RUG fireside industry as it has been developed on a community-wide basis in two east Tennessee mountain communities is turning spare moments into real money for a number of rural women.

In 1931, 45 home makers with 15 helpers in the two communities Asbury, Knox County, and Apison, Hamilton County, made and sold 225 hooked rugs and 4,221 hooked mats for a total of \$4,365.25 in spite of adverse economic conditions.

In 1930, the Apison community, the first to become interested in the work, made and sold approximately 500 rugs for \$5,000 and 10,000 mats which sold for \$10,000. More than 100 people were actively engaged in the work that year.

These rugs and mats have been sold in nearly every State and many large cities of the country from Maine to California. At one time during the holiday season the Apison community had an order for \$100 worth of rugs per week from a Milwaukee firm. A Massachusetts customer placed an order for eight rugs that amounted to \$121.

The illustrations show some of the activities of the hooked-rug fireside industry in these two communities. The development of this handicraft in these two counties has been largely due to the interest and assistance of the extension service through the county home demonstration agents, Mrs. Elizabeth Lauderbach, Hamilton County, and Inez Lovelace, Knox County.

## Exhibit at Fairs

In each community the industry has grown from small beginnings. In 1921 Apison community in Hamilton County had a community fair. Because of press of other duties, Mrs. Lauderbach could not do the judging at this fair so requested a well-qualified Chattanooga woman to do the judging for her. This woman came back and told the home demonstration agent that it was a fine fair and among other things there were numbers of the loveliest braided rugs she had ever seen. Mrs. Lauderbach decided the exhibit should be shown at the Chattanooga district fair. She got in touch with the woman who had been largely responsible for the community fair and persuaded her to see that the rugs were brought to the district fair. The woman in charge of the exhibit was Mrs. F. D. Huckabee. Mrs. Huckabee tells that they brought so much to the fair, rugs in particular, they could not get it all in the space allotted to the community exhibit. While they were debating what to do with these surplus rugs the manager of the women's building came by, and begged that they bring them to her building and enter them where they could be sold. They entered them and sold all of them almost before they were displayed. Mrs. Huckabee said she went home with her hands full of dollars to be distributed to the women who had made the rugs. They were delighted. It had not occurred to them before that there was a demand for braided rugs.

Seeing that the braided rugs sold well, those who knew how to make hooked rugs began to make them. Mrs. Huckabee says the first hooked rug in the neighborhood was made by a woman who obtained the pattern, needles, and directions by sending in four new subscribers to a magazine.

The next occasion presented for sale of the rugs was at a harvest market held at the Hamilton County court house in Chattanooga under the supervision of Mrs. Lauderbach. Here both braided and hooked rugs sold well, and many orders were left. The first mail order came through Mrs. Lauderbach's office from a woman in Cape Cod, Mass. Mrs. Lauderbach referred it to Mrs. Huckabee. Mrs. Huckabee was not appointed to the position of head worker or manager for the community industry; she just grew into the position. First as a manager of the occasional exhibits and sales, later as designer, the one who obtained the raw material for making the rugs, the teacher of new workers, then the sales manager for a large number of the workers.

To-day, 10½ years after the first sales were made, in many homes in the Apison community some time is being given to the hooking of rugs and mats, and through their sale some money is being added to the family income. In many homes the industry provides the only cash income.

## Instruction Given

In addition to her work at Apison, Mrs. Huckabee has assisted Mrs. Lau-

derbach in other communities in the county, giving instruction in rug making to groups of girls and women who are gradually building up their own markets. Because of her success and ability as a teacher and her cooperation with Mrs. Lauderbach when the first farm women's week was held at the University of Tennessee in 1924, Mrs. Huckabee was asked to conduct a class in the making of hooked rugs. A number of farm women from different parts of the State were interested and attended the class. Some women finished the rug they began and made many more; some finished the one they began and never made another, and some never finished the one they began. One woman who attended this class was Mrs. Susie Armstrong of the Asbury community, Knox County. She knew how to hook rugs and had hooked many, but she had never been able to sell any great number. She probably profited more from the class than any other woman in it. She went home determined to make better and more beautiful hooked rugs. In her determination she was "aided and abetted" by a fine neighbor and friend, Mrs. W. H. Moore, and her home demonstration agent, Miss Lovelace. She studied color and color combinations. In order not to be in direct competition with Mrs. Huckabee's community she decided to use a different needle which would make a different looking product. At first she copied designs with carbon paper, later she found she could draw designs free-hand. She made beautiful mats and rugs and they began to sell. She had to teach others to hook so she could keep the demand supplied. Thus Asbury community became a center for hooked rugs.

#### Talent Developed

It might be well to state that anyone can get instructions that will enable them to hook rugs but not everyone can make beautiful hooked rugs. It is like lace making or wood carving. These two communities are fortunate in that they have women such as Mrs. Huckabee and Mrs. Armstrong who are endowed with artistic tastes which enable them to design and direct the making of articles of beauty for the home which demand a ready market and place needed cash in the possession of the creators. Home agents have also rendered a great service to these communities in the form of encouragement, suggestions for improvements, and in securing markets for the finished products.

All this has meant to these two communities can not be told altogether in dollars and cents. The workers feel a satisfaction in their work—they are creating something beautiful.

#### Illinois Uses Garment Exhibit

IN ADAMS, Coles, Fulton, Kane, Hancock, and McLean Counties, Ill., the preliminary education of prospective leaders for study groups in parent education is in progress. The members of these leader groups have been carefully chosen and represent different geographical areas, social groups, and in some places various organizations. It was thought advisable to have members of these groups realize that the clothing a child wears may materially affect not only his physical development, but also his mental, social, emotional, and aesthetic development. Therefore, plans were made this year to use an educational exhibit of self-help garments for children in those counties where leadership groups are functioning.

An exhibit of this character was supplied by the Bureau of Home Economics of the United States Department of Agriculture. In each county preliminary plans were made about two months in advance of the meeting when this exhibit was to be displayed. Circular letters, cards, and publicity material were prepared and distributed. Edna Walls, specialist in child development and parent education, accompanied the exhibit and conducted the meetings with the assistance of the home adviser and selected members of the group.

The exhibit included 8 garments for infants and 25 for children of preschool age. While simplicity was the distinguishing feature of the garments, they were also attractive and dainty. The wardrobe included everything from a bib which baby could put over her own head and fasten herself by means of fascinating draw strings to playsuits with the necessary zippers conveniently placed in front of the legs instead of at the side where they are tantalizing to reach and aggravating to zip, even for mother.

The bias cut allowed freedom for the baby; the double fronts were an additional recommendation for the garments; daintily finished handmade ties were used in place of the usual tiny buttons.

In the garments, buttonholes were easily located by means of handy but dainty tabs. The buttons were large and few so the small children could find and fasten them. As few thicknesses of cloth as possible were used around the buttonholes so that tiny fingers could bend the fabric and plenty of room was allowed for growing arms and legs. Simplicity marked the garments throughout so that, if desired, they can be ironed by being run through a mangle.

Cotton fabrics predominated throughout the garments, since this activity lent itself to the department's effort to develop new uses for the cotton surplus.

SOME 20 YEARS AGO, when I. O. Schaub, now dean of agriculture at North Carolina State College, was the first 4-H club agent in North Carolina, he worked with a group of boys in Hayswood County in promoting better corn growing in the community. Occasionally the present farm agent in that county, J. L. Robinson, says he finds a farmer who was a member of the original club. One of these men is Grady Wilson who produced 119 bushels of corn on an acre of land when he was a club boy.

"Mr. Wilson is still proud of the record he made as a club member," says Mr. Robinson. "I visited him a few days ago and found one of the neatest little farms that I have seen anywhere. His father followed after the lesson he had learned from his son and later made 140 bushels of corn on 1 acre. He stopped cultivating so much land and planted his steep slopes to pasture. Grady now has a part of this old farm and he produces all the corn he needs on less than 3 acres each season. Grady has a 2-year rotation of corn, wheat, and volunteer red clover. His usual yield of corn is about 100 bushels an acre made with commercial fertilizer. His present ambition is to raise this average to 150 bushels an acre."

#### Our Cover

WHITE COUNTY, Ark., farm families have been making persistent effort to live at home and to live well. They heartily followed the leadership of their home demonstration agent, Clytie Ross, in growing more and better vegetables and fruits each year and in canning surplus vegetables, fruits, and meats for the less productive seasons. The pantry store of Mrs. C. B. Marsh, pictured on the cover page, shows typical results of these five years of concentration on the problem of well-planned meals the year round. Mrs. Marsh had in her pantry store 867 quarts of fruits, vegetables, and meats, and 4 bushels of dried fruits. Reports from 153 families, Miss Ross says, showed an average of 328 quarts of canned products and 89 pounds of dried fruits and vegetables ready for winter, with the contribution of poultry flocks and dairy cows yet to be added.

# A Year's Progress in Marketing Grain Cooperatively

C. E. HUFF

President, Farmers National Grain Corporation

AS THE GRAIN crop season of 1932 comes into full swing it is pertinent for farmers to ask how far we have gone in the matter of developing national cooperative grain marketing and to what extent they have benefited by the progress that has been made.

Most important among the benefits that have been gained is the major fact that the American grain producer now has the opportunity to enter the market places with his commodity in his own right. In these days of low grain prices, it may be difficult for the producer to visualize the advantages that accrue to him through this entry into the market under his own banner. Forty-cent wheat is not conducive to cheerfulness when compared with \$1.50 wheat. What the farmer may fail to realize is that without the competitive presence of his own national organization in the field, the price of his wheat might have fallen even below the despised 40 cents. He may not be able to place a value, in dollars and cents, on the intangible benefits that come to him in higher market levels, and in increased bargaining power that are his because he has a national agency in the field founded upon the principle of paying as much, rather than as little, as possible for his grain.

## Nation-wide Agency

Development of a nation-wide cooperative agency puts the farmer in the position of being able not only to sell at the highest possible price at the local point, but to carry his commodity through to the ultimate buyer at the lowest possible cost.

The farmer does realize that the private trader is not concerned with the price level of the commodity in which he deals, or if he is concerned it is merely that price levels be sustained at the point that will stimulate trading to the greatest possible extent. Thus, rather than be concerned in the maintenance of domestic prices above world levels, the private trader often is found actually seeking to maintain world prices domestically as a means of stimulating trade.

Farmers National Grain Corporation recently had an interesting experience along this line. An export firm was selling the market short in the early movement of Southwest wheat. Farmers National Grain Corporation, having for its purpose the maintenance of the best

possible level of prices, decided to buy all such offerings as a means of price protection. Quite a substantial amount of wheat was covered by the corporation's purchase contracts, and thereupon demand was made of the seller for delivery of a substantial part of the purchases for a steamer, which we were

presence in the market of a cooperative organization, capable of maintaining producer prices.

## Benefits to Producers

There are other noteworthy examples of benefits to grain producers through national cooperative marketing, examples that may have in them an element of intangibility, but which, nevertheless, put dollars and cents in the grain farmer's pocket. It is evident that by having his own qualified and experienced agents at each important market the cooperative shipper is able successfully to combat the distinct discriminations which formerly existed by reason of the fact that the old-line buyers, including both mills and grain dealers, were fundamentally against anything cooperative, and missed no opportunity to embarrass and put the cooperatives at a disadvantage. The cooperative shipper now is not compelled to "peddle his wares" nor assume the attitude of asking the buyer, "What will you give me for my car of wheat?" On the contrary he is in a position to demand from the independent buyer the full market price, knowing full well that his own national marketing agency stands behind him; is constantly ready to pay him every fraction of a cent which the market will justify, or store his grain for him should he choose to await a better market on which to sell. In this matter of storage alone the discrimination was acute as, for instance, when storage space was scarce it was customary for an old-line dealer to provide adequate storage for the independent shipper, whereas the cooperative shipper was refused accommodations in order to force him to sell at a sacrifice on the day his car arrived, regardless of demoralized markets and the justifiable expectancy of improved demand and prices within a reasonable period of time.

The influences wielded in price making and in the control of the flow of grain by the Farmers National Grain Corporation have been of particular benefit to the wheat producers of the Southwest, which section is fast developing into the largest and most important production area of the United States. This applies particularly to southern Kansas, Oklahoma, and Texas, where wheat moves with a rush and in great volume



C. E. HUFF

President Farmers National Grain Corporation

loading at Galveston. Having sold the market short, and the Grain Corporation having maintained the price level against their sales, they were unable to supply the wheat without a very substantial loss to themselves. They demanded of the Grain Corporation that cancellation be permitted them at a price far below the current market. This the corporation refused to allow. Thereupon officials of the export firm hurried into Washington and made a frantic appeal to governmental authorities, insisting that Farmers National Grain Corporation was ruining their business. They threatened to default on their sale and to leave the matter to arbitration or for court settlement. Finally, and reluctantly, they made settlement with the Grain Corporation, and the price structure in the entire Southwest area was protected against the decline which would have inevitably followed the short-sales tactics of the exporting firm but for the

from the combine, and where storage facilities are insufficient for the prompt unloading and proper housing of the grain. In past years the grain trade has reveled in this situation, which at times has caused market gluts and embargoes and which has created disproportionate spreads between the price of cash wheat and the futures, thus enabling the private buyer to purchase his wheat upon the proverbial bargain counter. In the summer and early fall of 1929, for instance, conditions at Galveston were so congested that 7,000 cars of wheat were on track at one time. There were many instances of cars shipped in August which were not unloaded until December. It is hardly necessary to detail the costly deterioration in quality, car service, and disheartening discounts which prevail when such conditions exist.

#### *Stocks Shifted*

The Southwest was threatened with a similar situation in the summer and early fall of both 1930 and 1931, but the Farmers National Grain Corporation, in conjunction with the Grain Stabilization Corporation, performed a major benefit to agriculture by shifting stocks of grain from points threatened with congestion to more strategic points, where ample storage space was available—at the same time forcing every bushel on board ship that could be merchandised in foreign commerce, thereby keeping open all trade channels both domestic and export.

An indication of the enormity of such operations is that during one single week in early August, 1931, this corporation had under way (loaded in box cars and lake and ocean steamers) more than 30,000,000 bushels of wheat in process of transfer, as heretofore described. It purchased and handled during the fiscal year ending May 31, 1932, in excess of 148,000,000 bushels of grain, not including that purchased from or handled for Grain Stabilization Corporation. Certainly no individual or private agency or any group of private agencies could have accomplished these results. Only an agency of nationwide scope, with the interest of the producer uppermost in mind, could and would have done so. The results achieved by creating this space and permitting new crop wheat to be properly merchandised, housed, transferred, and exported have in many instances made an actual difference in value to the producer of anywhere from 7 to 15 cents a bushel during the first several months of the harvest rush to market.

In our so-called spring-wheat territory—North Dakota, South Dakota, and Montana—the principal farm-to-market

movement is to Minneapolis, St. Paul, and Duluth. A tremendous percentage of this wheat is "smut" damaged and discounts frequently average 5 cents a bushel under good quality wheat, and it is certain that it was the former custom of the private dealer to penalize the shipper for "smutty" wheat to the fullest extent possible. This "smutty" wheat, as a matter of fact, can be washed and made merchantable at a cost of about 2 cents a bushel. This service the Farmers National Grain Corporation has been glad to render and reflect back to the producer, thereby creating a positive and permanent market for "smutty" wheat. The noncooperative producer, as well as the cooperative producer, has enormously profited by this policy, inasmuch as the private competitors of the Farmers National Grain Corporation have been compelled to adopt similar tactics in order to obtain their necessary supplies.

In a little less than three years grain farmers have built the largest grain-handling organization in the United States, if not in the world. It has been built with substantial soundness, because it has a foundation of all that the last 35 years have built along the lines of cooperative marketing; all they have developed of cooperative experience; all they have brought into being of cooperative cohesion. Every substantial grain-marketing cooperative in the United States that was marketing on a central or terminal scale in any degree whatever, with a single exception, is a stockholder and an active member in the Farmers National Grain Corporation; and no other nation-wide cooperative has equaled that record.

#### *Grain Exporting Points*

Farmers National Grain Corporation has its export connections in every corner of the world. Its westernmost offices are Los Angeles, San Francisco, Portland, Tacoma, Seattle. Its northernmost is Grand Forks, N. Dak. It has offices in Duluth at the head of the lake, and there they receive from the prairies of the Dakotas and Minnesota, and as far west as Montana, millions of bushels of grain, quantities of which pass down the lakes, shipped to Toledo, the newest office of Farmers National Grain Corporation.

#### *Exports Increased*

The easternmost office is in Baltimore. In the South grain is handled through Galveston. The grain farmer reaches the Occident or Orient through his own representatives. Farmers National Grain Corporation moves grain to every grain-

consuming country in the world that uses United States grain and is maintaining the domestic price above the world level in doing it. Exports have been increased, and the domestic price maintained higher than the world level.

Cooperative grain marketing contemplates a study of the map of the world as to transportation, a study of conditions as to demand, and the attempt, with the whole picture before us, to put the grain where it ought to be when it ought to be there, without back haul, without duplication of effort, without constant changing of hands. There is the widest possible difference between handling a carload of wheat with a commission motive and dealing with the American farmers' crop as a means of increasing agricultural income and making the farmer a livable return and agriculture a calling to be proud of.

### **Older Club Members Active**

The Iroquois Club of Ohio County, W. Va., is composed of older club members who have won their 4-H pins and who want to accept some definite responsibility for younger club members. They have finished the year with a record of activity which would satisfy any young person.

Some of the girls chose the big-sister project and agreed to be responsible for some 4-H project in their neighborhood. Two big-sister parties for all 4-H girls in the county were given during the year by the Iroquois girls. Several other members chose dramatics as their particular field and produced three demonstration plays last year which were the first plays presented in the county by a rural group. Following the Iroquois example six clubs in the county gave eight plays first at home and then at Oglebay Park in a dramatic festival. Dramatics are becoming an established means of recreation in the county. In addition, nine community meetings with special programs, three father and mother banquets, and two public vesper programs were sponsored by this club.

One girl took as her special charge the county 4-H paper "The Bugle." She has trained the reporter appointed from each of the county 4-H clubs in the art of reporting club news and is showing considerable ability in getting results from her staff. One of the boys decided to specialize in visual instruction and has rigged up an old lantern and shown the lantern slides for "Plowing," "Dreaming," and "America the Beautiful" as he taught the younger 4-H club members these new songs.

# Measuring Extension Results in Deschutes County, Oregon

**A**N INCREASE of 3 tons of hay per acre on 16,000 acres of alfalfa, an increase in the average production of butterfat from 194 pounds to 260 pounds per cow, an increased yield in wheat of 5 bushels, barley 3½ bushels, and oats 9 bushels, and the establishment and guidance of a \$60,000 seed industry and a \$100,000 turkey industry are only a few of the measurable results of county agent work in Deschutes County, Oreg., in 16 years.

Deschutes County is a new country. The farms are irrigated having been reclaimed from the desert during the past 22 years. Formerly a high plateau covered with sagebrush and juniper trees, the establishment of a number of small irrigation projects has made more than 1,200 farms in that county and an adjacent portion of the neighboring county of Crook.

A community that is still being developed as this one is offers a rich field for profitable accomplishment. Direct canvass of a representative number of farms in the county shows that every one has been influenced by extension projects. On the 45 farms visited, 217 practices had been adopted and on 17 of the farms the number of practices adopted exceeded 6.

## *Alfalfa is Important*

Alfalfa is the basic crop of the community. Official figures record the yield as 2 tons per acre on approximately 12,000 acres in 1919 and 3 tons per acre on 16,000 acres five years later. This increase in yield was the result of application of sulphur to the alfalfa fields of the county. Five demonstrations were established in 1917, and the results were so outstanding the following year that farmers purchased 300,000 pounds of sulphur which was applied to 3,000 acres of alfalfa. It was found that when 100 pounds of sulphur costing about \$3 was applied, the yield was increased a ton per acre for three years. Later smaller annual applications became the standard practice. Occasionally land plaster is used when prices are in line, but it is the sulphur in the land plaster which the farmer buys.

When the first county agent started work the cropping system of the region was not developed. Potatoes had been established as a cash crop but varieties had not been standardized. A standardization and marketing project resulted in

standardization on Netted Gems and the establishment of market outlets. Considerable potato-seed business was developed by an extensive certification program and demonstration plots in larger commercial producing centers.

In recent years the need for a second cash crop developed so in 1925 the county agent persuaded five farmers to try harvesting seed from their clover. In four years there were 120 clover seed growers producing \$60,000 worth of seed, and the number of growers is increasing each year. Following are the steps taken by the county agent in establishing the seed industry:

1. Through field tours, publicity in local papers, circular letters, and meetings, the results of these early seed-production demonstrations were broadcast. This procedure resulted in increased acreage, and increased acreage brought clover hullers and improved cleaning machinery.
2. In locating seed for planting clover fields, only seeds of highest quality, free from noxious weeds, were obtained.
3. Introduced Ladino clover as a seed and pasture crop which returned growers \$14,300 for seed produced in 1929.
4. Demonstrations were established which proved the value of sulphur dust in controlling clover mildew. This practice has become standard in the county and saves growers a loss of from 1 to 3 bushels of clover seed per acre.
5. Provided certification service for Ladino clover, alsike, and alfalfa seed.

## *Small Grains in Rotation*

Although not a commercial cereal area the small grains fit in the rotation and are grown extensively for feed. United States census figures show the yield of wheat increased 5 bushels per acre, barley 3½, and oats 9 bushels. These increases were a direct result of standardization on the adapted varieties shown in demonstration trials. Warehouse records show that now 98 per cent of the wheat is Federation, 95 per cent of the barley is Hannchen or Trebi, the recommended varieties, and 90 per cent of the oat crop is Markton, a smut-proof oat which yields well in that region. The Markton may be replaced by Victory, now being demonstrated, which appears to be a still better yielder.

Dairying had a place in the Deschutes County farm plan. The number of cows in 1919 was 1,889, with an average production of 194 pounds. Bull associa-

tions were organized that year. Considerable time was spent in assisting in the purchase of better sires and breeding stock. The first county-wide tuberculosis test was made in 1921 to reach all but 11 herds in the county. This work was continued until the number of reactors became only a fraction of 1 per cent. Annually a series of feeding and management meetings was held during the winter months. Three years ago control work on infectious abortion was started and is now in progress.

## *Improving Pastures*

More than one-half the dairymen of the county now have improved pasture as a result of a pasture-improvement project. These pastures have a carrying capacity double that of the common bluegrass and clover pastures first established. The new pastures are a mixture of grasses with Ladino clover base. Due to a great degree to this dairy program, production of the 4,250 cows in Deschutes County in a recent year was 260 pounds on the average, and the average for the cows in the cow-testing association organized in 1917 was 312 pounds.

Turkeys do well in central Oregon. Deschutes County farmers used to raise a few turkeys as a side line. The birds were dressed hit-or-miss and sold to the local stores in the holiday season. With a surplus developed in 1929, W. T. McDonald, then the county agent, organized a marketing association affiliated with the Idaho Turkey Growers' Association and assisted in the cooperative marketing of the crop. Prices received under this arrangement were so satisfactory that turkey production became an important industry. After three years the cooperative marketing set-up was changed somewhat but still continues. Largely as a result of killing and dressing demonstrations the number of top-grade turkeys assembled in Deschutes County was one of the highest percentages in the Northwestern Turkey Growers' Association, the central sales agency. From \$5,000 in 1922 the value of the turkey crop increased as a result of this marketing program to approximately \$1,000,000 last year.

In early days before crop production could be successful it was necessary to destroy the hordes of jack rabbits and ground squirrels which migrated from the untrilled desert land onto the new farms. County agents organized the

farmers into community protection groups, held demonstrations on poison preparation and distribution, and headed up intensive eradication campaigns.

In the county agent's office in an irrigated county a level and a rod are essential equipment. Establishment of strip-border irrigation was one of the accomplishments of the county agent. One year, as a result of demonstrations, 4,000 acres of land was prepared in this manner.

#### Many Calls on County Agent

As could be expected, the office of the county agent in Deschutes County is a busy place. There are in many years more office calls per hundred farmers than in any other office in Oregon. The programs have been established after definite plans had been made, and it is this planning which accounts to a great degree for the results obtained, because during the first six years the tenure of county agents was exceedingly brief, as up to 1922 five county agents had been employed. From September, 1922, to November, 1931, W. T. McDonald carried on the program with conspicuous success.

Eradication of pests and establishment of cash crops were the first steps. Irrigation methods, forage crops, and foundation dairy cattle were the next series of objectives. Then, standardization and improvement of crops and dairy cattle, and establishment of the turkey side line were the logical procedure.

In all the results obtained the field demonstration has been the outstanding extension method in Deschutes County. The field demonstration, supplemented by field meetings, tours, and good publicity, is the combination mainly used.

THE BUCKS COUNTY, Pa., egg auction with 200 farmer and poultrymen members has sold over \$150,000 worth of eggs since its organization last July. Encouraged by this success, two other cooperative auctions have been organized. Forty farmers of Montgomery, Berks, and Chester Counties will market eggs from 37,000 birds through an auction at Centre Point, Montgomery County, and 21 farmers in Lehigh and Northampton Counties have organized an auction at Bethlehem to handle the product of 30,000 layers.

A SHIPMENT of Hawaiian Island potatoes was recently made to San Francisco, the first to be shipped to the mainland since 1857. A second shipment will soon be made to New York. This is an interesting development of the extension service in building up supplementary industries.

## A Land Clearing Contest

LAND CLEARING contest in Pierce County, Wash., aroused a great deal of interest in a new method for destroying large fir, spruce, and hemlock stumps worked out by the State extension service. The contest as planned by County Agent A. M. Richardson and R. N. Miller, State extension economist, was open to any farmer living in the county and he was free to use any method of land clearing he chose. Each contestant cleared 1 acre of land and plowed it to a depth of 6 inches or more with no débris left on the land. Each kept a careful record of the labor performed, necessary cash expenses, breakage, and labor hours. The contest ran from October 1 to March 1. Thirty farmers entered the contest and in the face of the most adverse weather conditions, 15 farmers finished and met all the requirements.

As soon as the contestants announced that they had staked off their acre, the judges made their first visit, at which time they confirmed the size of the acre, carefully measured all stumps, listed the kinds of stumps on the acre, determined the soil types, and made other observations necessary in determining the winner of the contest. Blanks for recording hours of labor and expenditures and for noting the machine used for clearing were left with the contestants, and these contestants mailed the records each month to the office of the county agent, where a careful compilation was maintained. At different times during the winter, the county agent and judges visited the different contestants to observe their work and methods.

Before the end of the contest, the extension specialist worked out a system of stump points to be used in judging. In this way, differences in size and kind of stumps, as well as type of soil, were overcome. For example, a fir stump would receive more credit than a cedar or hemlock stump, while a green alder or maple would receive more credit than fir stumps of equal size. Blind stumps would receive more points than the regular stumps, because it is harder to remove blind stumps than regular stumps.

#### Results of Contest

On March 7 and 8 the judges made their final inspection and soon afterward announced the winners. Charles B. Massie, Jr., Puyallup, Wash., was awarded first prize. Using a forced-draft burner, he removed 63 stumps of the following sizes: ten 12-inch, four 16-

inch, nine 20-inch, six 24-inch, fourteen 30-inch, eight 36-inch, six 40-inch, and two 48-inch firs; one 10-inch and one 36-inch cedar; and one 12-inch hemlock, running the burner 399 hours at a cost of \$4.75 for current, and with 213 hours of labor, which, figured at 25 cents per hour for labor, and an added \$2.50 arbitrary overhead for the burner, made his total cost for the acre \$60.63, or 9 cents per stump point. This man has had considerable experience with using the forced-draft burner.

#### Methods Used

Following him with a cost of 9.4 cents per stump point was Fred Graetzer, who in the winter of 1931 burned out 17 acres of stumps with a vacuum cleaner. Of the men finishing, five, or one-third, used the forced-draft system of burning and burned all of the stumps and débris found on their acre. Another prize winner used explosives and a team, but he was unable to burn the stumps blasted and pulled, merely dragging them to the side of the acre and leaving them, agreeing to burn them next summer. There was a great difference in the degree of physical labor required under the old-fashioned systems and the forced-draft burner perfected by the extension service.

The prizes were awarded at a special meeting of the Tacoma Chamber of Commerce, at which time the winner of the contest described the method used and received a prize of \$126. The winner of the second place received \$75, third place \$50, fourth place \$25, and fifth place \$20.

The contest was well written up with illustrated articles in Sunday papers and in local papers, causing a great deal of comment. The fact that the cash cost of the winner was only \$4.75 created a tremendous amount of interest. It was further shown that this man did not use a team, power puller, or any equipment other than the forced-draft burner, and that the labor involved was very light. The extension service recommends the use of a gas-powered puller in connection with the burner.

The contest accomplished the desired result of showing that land clearing could be accomplished at a very low cash cost by earnest settlers. During 1931 more than 5,000 new settlers have purchased land in the cut-over sections of western Washington, and the number of new settlers will probably be considerably larger in 1932.

# The Hog Outlook Situation for Fayette County, Ohio, 1932

COUNTY AGENT, W. W. Montgomery, Fayette County, Ohio, has been especially successful in his outlook meetings for hog growers. The following talk is typical of the way he and other Ohio county agents presented the hog outlook for 1932 to the farmers of their counties, following discussions of the situation with the economic specialists of the State extension staff.

**F**AYETTE COUNTY has held the forefront in hog production in the State since 1921. In 1930 from the farm account summaries, it was found that 66 per cent of the gross income on those farms was from hogs, 15 per cent from dairying, and 11 per cent from poultry.

With this one farm enterprise producing such a large percentage of the gross income annually on your farms, you will be interested in the outlook situation of the hog industry for 1932.

The number of hogs on farms as of January 1, in the years given, for the county, Ohio, and United States have been as follows:

Year	United States	Ohio	Fayette County
1900	52,600,000	3,188,563	75,433
1910	49,300,000	3,105,000	93,560
1920	60,159,000	3,084,000	79,309
1925	55,770,000	2,440,000	84,645
1930	55,301,000	2,078,000	80,000
1931	54,374,000	1,974,000	84,000
1932	59,511,000	2,072,000	71,900

Fayette County produces more hogs for the size of the county than any other one in the State. We have certain advantages in this county for pork products and that is the reason that most of our farm incomes come from this source. Our State is now an importing State. In other words, it consumes more hogs annually than are produced here. The population of the State has increased 15 per cent in the decade from 1920 to 1930 and hog population has decreased 33 per cent.

## Hog Prices Determined by Total Production

The price of hogs is determined for you men by the price of hogs on the Chicago market plus freight. In other words the number of hogs produced in the entire Corn Belt is more important than the number of hogs produced in Ohio or Fayette County.

Fortunately for you hog men, the rapid decline in the commodity price level, or the sharp decrease in the price of hogs, came at a time when the hog-production cycle was on the downward trend or near the bottom of the trough. This is shown by the fact that total United States production in the last hog cycle

was 54,000,000 on farms January 1, 1931, and 59,500,000 January 1, 1932. Hog production declined in the United States for 1929, 1930, and 1931. Preceding that period, it had increased for the two years 1927 and 1928.

The June pig survey for that year, 1931, showed the heaviest increase—18 per cent—of sows bred for fall farrow, of any year since the pig survey has been in progress by the United States Department of Agriculture.

## Number of Pigs Increased

An increase of 19.7 per cent in the number of pigs raised in the United States this past fall over the fall of 1930 is shown by the December pig survey. This is the largest increase in the fall pig crop ever reported. In Ohio the increase was only 8 per cent. From the standpoint of you men in Fayette County, this is at least somewhat favorable. Combining this increase in the fall pig crop with the 2½ per cent increase in the number raised last spring, the total for the year 1931 was about 9 per cent larger than the total number raised in 1930.

As a result of this large farrow, the cycle apparently turned up with the beginning of 1932 with 59,500,000 hogs on farms January 1. This might lead to the belief that we had started on an upward cycle in hog production in this country. However, the rapidly falling price level, and especially of hogs, may cause some slowing up in total production. With 1910-1914 equaling 100, or the pre-war period of prices, the all-commodity index was 141 for 1928, 139 for 1929, 126 for 1930, and 107 for 1931. Farm prices for those years in the United States were 145, 144, 120, and 82. At the same time the index number for hogs stood at 81 for 1931, and for January, 1932, at 53, or 47 per cent below pre-war prices. The price of hogs did not begin to decline as quickly as some other things but has fallen farther and more rapidly during the last year than any other farm commodities except the grains. While this is unfortunate for you hog producers, it might be well to consider the fact that if deflation continues, other commodities in all probability will fall and reach the same low level as hogs, and therefore, it is a question whether a man should shift

his farm enterprise into some other line, which seems high now but in all probability will fall more rapidly from now on than the price of hogs. The fact that grains, corn, wheat, oats, have fallen rapidly, leaves the corn-hog ratio favorable to you men.

The average price of hogs on the Chicago market for 1930 was \$9.47 per hundredweight; for 1931, \$6.16 per hundredweight; and for January, 1932, \$4 per hundredweight.

## Industrial Production Declined

Industrial production had declined to 45 per cent below normal for April and factory pay rolls were below. Industrial production was at the lowest of any point in history. Pork is the poor man's meat and during periods of unemployment more pork and less higher-priced meats are eaten. Per capita consumption of pork and pork products during 1931 was slightly higher than in 1930. Any marked increase in consumer demand quite largely depends upon the hoped-for improvement in general business conditions, and the resulting increase in the consumers' purchasing power.

## Export and Foreign Situation

One of the most important factors causing our apparent surplus of hogs at the present time is the loss of our export trade. Lard and pork exports decreased 49 per cent for pork and 20 per cent for lard the first 9 months of 1931 compared to the same 9 months in 1930; or for the year, exports of pork fell off 44 per cent during the year and lard exports 26 per cent. This decrease in exports during the last 10 years is equivalent to 6,000,000 hogs. About 10 per cent of the total hogs produced in the United States were normally exported in pork, pork products, and lard.

Germany and Denmark at the post-war period were slaughtering less than 4,000,000 head. In 1931 this had increased to 28,000,000. Other countries on the Continent have greatly increased hog production. These countries are trying to produce and live at home. Hog slaughter during 1931 in Germany and Denmark, the two leading hog-producing countries of Europe, was the highest on record.

United States pork exports at the post-war season were amounting to the equivalent of 10,000,000 to 12,000,000 head. For 1931 it was less than 4,000,000. This drying up of export trade has been a serious handicap to the swine industry here in the Corn Belt and has materially affected the income on your farms. With the general economic conditions which prevail in these countries at the present time, there is little prospect of material increase in demand for America's pork products during the current hog marketing year.

Cold-storage holdings of pork on June 1, 1932, were 4.6 per cent lower than a year ago and about 3.4 per cent under the 5-year average. The amount of lard in storage on June 1 was 25 per cent more than a year ago and 7.6 per cent less than the 5-year average.

#### Summary of Hog Situation

To summarize the present hog outlook situation for you men, we find about the following conditions:

1. Sows farrowing in fall of 1931 compared with fall of 1930:

Ohio----- 10.4% more.  
United States----- 19.5% more.

2. Pigs saved in fall of 1931 compared with fall of 1930:

Ohio----- 8.3% more.  
United States----- 19.7% more.

3. Breeding intentions indicate a very slight increase in the number of sows to farrow next spring in the entire United States.

a. Decrease in the Corn Belt, where 80 per cent of the hogs are normally produced.

b. Large increase in other parts of the country, especially the South.

4. Four per cent more hogs under 6 months of age on farms in the Corn Belt on December 1.

5. Export demand for pork decreasing rapidly.

6. Storage holdings of pork above last year and about equal to the 5-year average.

7. These reports indicated heavier market receipts during the spring and early summer than last year.

8. In view of the fact that our loss of exports is equivalent to about the difference in the number of hogs between a low point and a high point in the hog-production cycle, it seems entirely possible that we may not have the increase in hog production now which would normally be expected from our position in the hog cycle.

#### Homemade Relief Suggestions

If the present depression period is to last as long as other depressions of simi-

## Stretching Clothing Dollars

HOME makers in 24 Illinois counties have formed groups this winter to study ways and means of making old clothes look like new ones, reports Edna R. Gray, home economics extension, University of Illinois. Each group studied its own needs and made suggestions as to what should be included in demonstrations presented to it.

The enrollment was not limited to home-bureau members, and in some counties, particularly where no organized home bureau existed, one series of open meetings was held, at the end of which enrollment for succeeding meetings was taken. In a few counties it was considered wiser to make all meetings open to the public.

The content of the county thrift projects has varied as widely as have the plans for carrying them out. Care of clothing on hand, pressing, mending, dry cleaning, laundering, spot and stain removal, stripping color from used materials, dyeing, and modern methods of construction have all formed part of some county project. All plans have included a clothes clinic in which the adaptation of present styles to making over garments from 1 to 20 years old has been discussed. Much of the subject matter presented in the clothing clinics was included in a 4-page mimeographed leaflet, *Disguising Last Year's Clothes*. This was distributed widely to members of clothing thrift groups and to others sufficiently interested to write for it. One other piece of mimeographed material, *Seams and Seam Finishes*, has also been circulated among members of clothing thrift

groups in order to make effective reconstruction of old garments more certain.

Subject-matter outlines were prepared by the specialist for the use of home advisers and others presenting any phase of the clothing project.

County home bureau executive boards have found many ways of freeing time on the home advisers' schedules for holding these many extra meetings and home advisers have been untiring in their efforts, not counting the many extra hours of work devoted to making clothing thrift meetings worth while. Du Page, Hancock, and Kane Counties found well-trained, experienced home makers to lead these local groups with some advice and assistance from the home advisers, whereas Mason, Fulton, McLean, and Iroquois have each arranged for part of the clothing thrift work to be carried by local leaders trained by the home adviser or specialist, the rest to be presented in demonstrations by the home advisers.

Reports of results are beginning to come in. Really attractive, well-made dresses not lacking in style quality have been exhibited at several county meetings.

At the Piatt County clothing clinic, 28 women received suggestions for the making over of 43 dresses. At the Douglas County clothing clinic, 25 women received help on 33 dresses and 1 coat.

One woman, member of a clothing thrift group in Knox County, where work for a home bureau organization is now going on, reported that she had already saved enough money for her first year's home bureau dues as a result of the use of information given in one meeting where cleaning processes were demonstrated.

lar variety, then sticking close to the shore is going to be one of the first requisites. In our farm-account work we have found that the efficiency factor in livestock and crop production has played a large part in the farmer's income.

Therefore, I would suggest that you men attempt to get as large a number of pigs saved per sow this year as possible and cull out any unprofitable sows. Produce some legume, soybean, alfalfa, or sweetclover hay to supply a part of the protein in the ration.

Watch the market closely and market your hogs at the most desirable weights, a truck load at a time, when they are finished, rather than letting too many of them pass the most desirable market stage. Your cooperative association offers you regular opportunity for this.

Remember the sow, cow, and hen have always proved the most profitable for our farming conditions. You farmers here in Fayette County have the advantage over western farmers by being closer to markets in the East, with high freight rates unfavorable to the western producer, and by being on the edge of the Corn Belt section.

THE 13 COUNTIES carrying the nutrition project in Maryland reported 216,086 quarts of canned fruits and vegetables; 8 counties reported 20,815 quarts of meat canned; 18 counties reported 60,703 quarts of preserves and fruit butters; 8 counties reported 136,092 pounds of meat cured; and 8 counties reported 223,333 bushels of fruits and vegetables stored.

## Controlling Bots in Horses

**D**R. H. M. McCAPES, extension veterinarian in Missouri, tells how the work of controlling bots is conducted in his State:

"During the summer of 1931 my attention was attracted to the fact that the nose bot fly was occurring in increasing numbers in some parts of the State. As this pest has been relatively unknown in Missouri until recent years and few farmers in the State know how to combat it, a preliminary campaign for the control of horse bots was introduced to control the incidence of botflies that annoy and excite horses, sometimes causing teams to run away and injure themselves.

"Work was undertaken in 16 counties during the fall and winter of 1931 with the result that about 4,500 head of horses, mules, and colts were treated for the elimination of bots. Local veterinarians were employed by farmers to treat the animals and the organization work enabled the veterinarians to serve at a considerable reduction in fees, the work being done at a cost of 50 cents per head.

"In Marion County farmers of three communities had their horses treated with very satisfactory results under the plan of organization directed by F. R. Cammack, county agent. Seventy-five farmers in the county owning 412 animals brought their horses to a central point to be treated for bots. Six local veterinarians cooperated by administering the treatment to the horses in each of the communities.

"It is planned to follow up this work again next year and attempt to get a larger number of farmers throughout the

State to adopt the plan of having their horses treated annually for bots and certain other injurious parasites.

"In the late winter of 1931 there was a demand from the Dresden community in Pettis County for treatment of horses for bots and other injurious parasites. Veterinarians of Sedalia and the county agent went to the community and held a meeting for the purpose of discussing the situation with about 40 farmers in attendance. The horses were treated with carbon disulphide in capsules, which is the only effective treatment known for destroying bots in horses. Three men were appointed to get the names of farmers and number of horses owned, so that each man could be notified where to bring his horses for treatment on the date set. Forty-five horses were treated for nine different farmers.

"Many of the farmers reported that good results followed the use of the treatment.

"The bot control work stimulated splendid cooperation between veterinarians and extension agents and made it possible for them to become better acquainted in communities where their professional services can be used to fine advantage to the livestock industry.

"Controlling bots and certain other injurious gastra-intestinal parasites of horses for which the same treatment is effective, protects the health, growth, and development in colts and young animals, lessens the frequency of colic in work horses, and increases their working capacity on the same feed. We propose to push this project in our extension program of work in the State of Missouri."

"A scheme of marketing was outlined by a few of my county growers, and one of the largest chain-store systems was approached in the fall of 1929. The management agreed to give our marketing scheme a trial in 20 of their stores located in Manchester, Concord, Franklin, Laconia, and a few smaller centers. Two years of trial demonstrated that the plan was sound from the standpoint of both the producer and the buyer.

"Then a committee of the Farm Bureau Federation was appointed to determine whether our program of marketing could be expanded. After a study of the situation and some changes in the original plan, the committee succeeded in interesting another chain-store system which operates 127 stores in New Hampshire. Arrangements were made to supply 70 stores in the central part of the State. Since then all other stores of this company, with the exception of the 10 northernmost units, have been added to the project. This means that 137 stores of the State, buying more than 100,000 bushels of potatoes, will be supplied this season by New Hampshire growers under this plan.

"Now let me explain in a few words just how the plan operates. The first requirement is a quality product. The Government price quotations in the Boston market are the basis of sale. The grower is required to furnish supplies as needed, guaranteeing the grade, while the buyer is expected to advertise the potatoes as New Hampshire grown. Matters of distribution and general supervision of the project were placed under the direction of the New Hampshire Farm Bureau Federation. The overhead cost under this set-up has been very low.

"This year's results are further proof of the soundness of this plan; that it is a means of protecting New Hampshire markets for State growers at a fair price for their goods; that through guaranteeing supplies and quality it answers the demands of buyers; and that through centralized supervision it helps to eliminate shortages or surpluses in the market supply. It means to consumers in New Hampshire that they can now purchase potatoes that are grown in New Hampshire and which are guaranteed to be of good quality. They will also know that there is only one handling charge between the price they pay and what the farmer receives.

"The plan is one which offers unlimited opportunity for expansion with independent grocers and chain-store groups. If properly operated it should strengthen the important potato enterprise of the Granite State."

## Cooperative Sells to Home Markets

**N**EW HAMPSHIRE has been fortunate in that many products have been sold within a few miles of the farms where they were produced, and up until the last few years potato growers in the southern half of the State enjoyed a splendid market in their neighboring towns for their entire output, says County Agent E. W. Holden, of Merrimack County.

The development of chain stores and wholesale concerns, which largely purchased outside of New Hampshire, and the improvement of roads and trucking facilities changed the entire market situation. A survey by the State experiment station showed that approximately 197,-

000 bushels of late-crop potatoes were shipped in to New Hampshire annually. The markets of Merrimack County, chiefly those of Concord and Franklin, suffered more from this competition than any others of the State. Just how this condition was met is told by County Agent Holden.

"Several years ago our growers realized that something must be done to correct these conditions if potato growing was to continue as a profitable enterprise. The trade of chain stores had gradually assumed a place of importance in the market; so the first logical step was to devise some plan which might be acceptable to them.

## Film Strip Prices Lower

NEW LOW prices for United States Department of Agriculture film strips will prevail during the fiscal year 1932-33, according to an announcement recently issued by the Office of Cooperative Extension Work of the United States Department of Agriculture. Dewey & Dewey, 5716 Thirty-fifth Avenue, Kenosha, Wis., was awarded the contract for film-strip production because of the low bids submitted in competition with other firms.

The prices for film strips until June 30, 1933, will range from 14 to 85 cents each, depending on the number of illustrations in the series. The majority of the 135 series that the department has available will sell for 28 and 35 cents each. Film strips are available on such subjects as farm crops, dairying, farm animals, farm forestry, plant and animal diseases and pests, farm economics, farm engineering, home economics, and adult and junior extension work. Lecture notes are provided with each film strip purchased.

Many extension workers believe that the most effective film-strip series are those that have been prepared from photographs taken locally by the agent. For agents wishing to have film strips made up from their own pictures, the new prices are also cheaper. The price is 15 cents per frame; that is, 15 cents for each picture, title, diagram, or other visual medium used in the series. This price includes the negative and one positive print of the series. Additional positive prints may be purchased by the agent or groups of agents cooperating in the production of one film strip at inexpensive prices. For instance, a film strip series of, say, 40 illustrations would cost \$6 for the negative and one positive print. Additional positive prints could then be purchased at 28 cents each, or, if ordered in quantities of 10 or more strips, 20 cents each.

### Localized Film Strips

"We are very much pleased with the results obtained from two poultry film strips on 4-H club work" says Edward S. Walford, assistant extension poultryman, Connecticut. These two series, "Better Homes For Hens" and "Growing Healthy Chicks the 4-H Way" were shown to 332 members at 23 club meetings by Mr. Walford. They are loaned to local leaders on request and the counties each have a set of the two which they use frequently.

The film strips were made up of pictures of club work taken in Connecticut.

They were prepared for the use of county club agents and local leaders to show 4-H poultry club members the various types of houses and brooder houses that are giving successful results to other club members in the State and to reinforce the six points of the 4-H Grow Healthy Chick Campaign. Detailed notes upon which they can base their lectures are supplied with each series.

Twelve localized film strips have been completed recently for the use of county extension agents, specialists, and other extension workers by the Department Extension Service. The photographs used were all local pictures either selected or taken by the agents themselves. Prints of the series were made on standard-width motion-picture film suitable for use with film-strip projectors. The series are as follows:

Series No. 1071, Basic Information for Indiana Farmers (47 frames); No. 1072, How to Grow Thrifty Pigs in Indiana (37 frames); No. 1073, Dairy-Herd Improvement Association, Maryland (50 frames); No. 1074, Potato Growing, Ohio (100 frames); No. 1075, Results of Churchill County Home Vegetable Garden Contests, 1931, Nevada (75 frames); No. 1077, Purdue School of Agriculture, Indiana (65 frames); No. 1078, Girls' Room Improvement Work, Nebraska (55 frames); No. 1079, Onward Oklahoma (67 frames); No. 1080, Producing Profitable Pullets in Indiana (40 frames); No. 1081, Wyoming 4-H Club Members and Activities, Series B (57 frames); No. 1084, Rural Community Life in the Old World, Kentucky (54 frames); No. 1086, By Forest Roads and Trails, Oregon (55 frames).

The popularity of film strips among extension workers, teachers, and others has been due primarily to the reasonable prices charged for them, the convenience with which they can be handled, and their effectiveness in educational work. A list of available film strips and instructions on how to purchase them may be obtained by writing to the Office of Cooperative Extension Work, United States Department of Agriculture, Washington, D. C.

IN ROUTT COUNTY, Colo., 105 women attended demonstrations on washing and carding native wool for use in making comforts. When wool pelts sell for 25 cents and wool bats cost \$5, it pays to wash and card raw wool for home-made comforts, according to the home demonstration agent.

BELIEVING that the radio is a real method of telling others what is being accomplished by 4-H club work, four club agents from the central New York group got together with the agricultural program director of Station WFBL at Syracuse, N. Y., to work out a program.

As a result of this meeting, the station has given over a period of 15 minutes each Saturday noon to be devoted to 4-H club folk.

The counties carrying on this program are Jefferson, Oswego, Madison, and Onondaga. Each club agent takes his turn in preparing the program.

In accordance with the agricultural program director's wishes, the programs are put on by the club members themselves, and each week a large group of them are present from the county having charge. The programs to date have included: (1) Community meeting, (2) the organization and election of officers of a club, (3) a business meeting of a club, and (4) planning for the 4-H garden by a garden club.

## New Motion Picture

A new motion picture on the control of the prairie dog and the ground squirrel has just been released by the Department of Agriculture. This picture points out that even in the early days these rodents were an annoyance and their burrows a source of danger to range riders, and that with the settlement of the West, rodents increased, their natural enemies being reduced and cultivated crops providing abundant food. It goes on to show how these rodents live and how the destruction they cause to crops, dams, dikes, and reservoirs, sometimes drives stockmen and ranchers to the brink of bankruptcy. Their depredations on watersheds resulting in serious erosion are shown. Settlers seeking Government aid against the inroads of these rodents brought the Biological Survey onto the scene. This bureau, conducting studies in both field and laboratory, evolved methods of procedure and poisoned baits by which these rodents are now being controlled. The picture shows how the baits are mixed and applied, control crews at work, and the results of a cooperative clean-up campaign. The end of a day's work in the crew camp furnishes a bit of comedy to end the picture.

The film is two reels in length and may be borrowed in either 35 or 16 millimeter widths. Borrowers pay the cost of transportation from and to Washington, D. C. Application should be made to the Office of Motion Pictures, United States Department of Agriculture, Washington, D. C.

## ·ACROSS · THE · EDITOR'S · DESK·

### Their Money's Worth

HERE is no extension agent, I am sure, who did not read with keen interest in the August issue of *Country Home* the vigorous editorial entitled, "Cut the Dead Wood." Speaking of the county extension agent, it reads, "The low prices to-day leave us no room for inefficiency or waste in either production or marketing. We need all the help we can get and there are plenty of instances in every county where the agent has helped a farmer to make enough additional money to pay his taxes and more. This is no time to dispense with one of the few local employees whose work increases the wealth and income of the county."

The editorial, as you will remember, discusses, also, the cost per farm of maintaining an agent in a county. Eighty cents a year is the figure given.

I get from this editorial two things. First, the necessity for strict concentration in extension work in the county on whatever can be done to increase and conserve the cash income of the farm family. Second, the equal necessity for letting the people of the county know the extent to which, through extension assistance, farm incomes have been increased or conserved and farm buying power has been improved.

Any item in the farm tax bill whether it is 80 cents or 8 cents requires full justification to-day. Yet if every farm tax bill that is paid as a result of aid given to the taxpayer by the extension agent could be so indorsed, I am certain, there would be no question on the part of county governing bodies about whether or not the agent should be kept. That's the problem—to add materially to the farm buying power of the county, and to have all the people of the county know what you have accomplished.

### The Tide Turns

READING a statement on farm population issued by the department in July, I found that 207,000 more people moved onto farms in 1931 than went from the farm to the city. This number looked rather insignificant to me when compared with the 31 millions of total farm population. But in 1930, the balance farmward was only 39,000, and for seven previous years the trend recorded was altogether cityward rather than toward the country. So, whatever may be its final proportions, the movement of people from the city to the farm has begun.

What kind of people are coming to the farms? I asked this question of T. B. Manny of the Bureau of Agricultural Economics. He sees, at least, four groups of people coming to us. First, there are the sons and daughters of farmers who are returning to the home farm and neighborhood. Many of them have lost their city jobs and are bringing their families with them. After this experience, their inclination is to obtain their future living from farming.

Next Mr. Manny sees the foreign born of rural origin, who came to this country attracted by the promise of high industrial wages. These, as a rule, have large families and there are many mouths to feed. Farm life promises them enough to eat, shelter, fuel, and something for all members of the family to do. It would be good, they feel, to get back to the soil.

Out of the city, too, are coming men, 40 years of age and older, who having lost their jobs can not, because of stringent age limitations set by industry, get new positions. They and their wives should have many years of useful occupation ahead. Since the city does not provide the opportunity the country must and does.

Then, there is the part-time farmer who is, also, a part-time worker in industries that have moved in recent years from the large cities to small towns seeking cheaper bases of operation.

The coming of any of these people into a county provides new problems for the extension worker and necessitates further adjustment in the extension program. How can agriculture best absorb these people? That, as I see it, is the question we must set to work to answer.

### Real Money

HERE couldn't be a more popular subject just now, I am sure, than turning spare moments into money. That's what Margaret Ambrose, of Tennessee, assistant director in charge of home demonstration work, tells us the rural women of her State are being helped to do. In one of the communities she talks about, the homemade rugs and mats made and sold brought \$15,000 during the year. In a number of homes it was the only cash income.

From the beginning of home demonstration work, the development of home industries and of income from other home activities has been an important part of the program in many counties, but never, I think has there been a more favorable time for expanding this part of the program than now. Miss Ambrose reminds us, though, that the development of a home industry is not merely a matter of giving instruction. The home demonstration agent, she points out, must also give encouragement, suggest improvements, and find a market for the finished product.

There's more to it, too, from the standpoint of the individual woman than being instructed and willingness to receive such instruction. She must have aptitude and enthusiasm. She must develop, too, if she is to succeed, a real pride in her creative ability. As Miss Ambrose puts it, "Anyone can secure instructions that will enable her to make a rug, but not everyone can make a beautiful rug." It must mean, then, more than just a way to get money.

### Let's Have The Truth

T. M. CAMPBELL, field agent in negro extension work for the lower tier of Southern States, brought to my attention a statement once made by Booker T. Washington that comes mighty close to fitting the present situation. It has, I am sure, particular application to the many conferences of all sorts that we as extension agents are called on to attend. Here it is:

"We might discuss many wrongs which should be righted but it seems to me that it is best to lay hold of the things that we can put right, rather than those we can do nothing but find fault with. Be frank with each other; state things as they are; do not say anything for mere sound because you think it will please or displease another. Let us hear the truth in all matters."

R. B.

# The Newsogram

WASHINGTON D. C. AUGUST 1, 1932

## FILM STRIP PRICES REDUCED

PRICE RANGE OF DEPARTMENT STRIPS FROM  
14 TO 85 CENTS EACH WITH MAJORITY SELLING  
FOR 28 AND 35 CENTS

CONTRACT AWARDED  
TO NEW FIRM

Dewey & Dewey of  
Kenosha, Wis.

Submit Low Bids  
The contract for  
producing film strips

New Prices in  
Effect Until  
June 30, 1933

New low prices  
for Department of  
Agriculture film  
strips are in effect

Film Strips Popular  
The reasonable prices  
of film strips, the con-  
venience of handling  
them, and their effec-  
tiveness in teaching  
have caused them  
to become very pop-

**NEW PRICES.**—For the fiscal year ending on June 30, 1933, prices for Department of Agriculture film strips will run from 14 to 85 cents per strip depending upon the number of illustrations in the series. Most of the 135 subjects available on film strips will sell for 28 and 35 cents. Film strips can be made from local photographs for 15 cents per frame, which includes the negative and one positive print.

**NEW CONTRACTOR.**—Dewey & Dewey, 5716 Thirty-fifth Avenue, Kenosha, Wis., submitted the lowest bid and has been authorized to produce Department of Agriculture film strips.

**HOW TO ORDER.**—Send orders direct to Dewey & Dewey. At the same time send to the department a request to authorize the sale. Blanks may be obtained for this purpose. Orders will be filled as soon as the firm is notified of the department's approval. Payment should accompany the order. Film strips are delivered postpaid.

EXTENSION SERVICE  
UNITED STATES DEPARTMENT OF AGRICULTURE  
WASHINGTON, D. C.